

THE SOARING SOCIETY OF AMERICA, INC
SSA OPERATIONS (INCLUDING HILTON CUP AND CONVENTION)

(SSA Foundation, Soaring Safety Foundation, and US Team separately reported)

STATEMENT OF REVENUES AND EXPENDITURES

For the Period Ending November 30, 2013

	Current Month	Current Month Budget	Budget Variance	Y-T-D Actual	Y-T-D Budget	Y-T-D Budget Variance
OPERATING REVENUES						
Dues	48,309	50,673	(2,364)	539,575.04	557,520	(17,945)
Chapter Rebates	(404)	(639)	235	(8,033.00)	(8,108)	75
Gross Dues	47,905	50,034	(2,129)	531,542.04	549,412	(17,870)
Convention						
Revenues	0	0	0	0.00	0	0
Expenses	0	0	0	0.00	0	0
Convention Revenue - Net	0	0	0	0.00	0	0
Magazine Advertising						
Classified	388	120	268	16,554.75	12,051	4,504
Display Advertising	6,421	8,835	(2,414)	88,159.79	99,009	(10,849)
Magazine Advertising - Net	6,809	8,955	(2,146)	104,714.54	111,060	(6,345)
Contributions						
Contributions - Eagle Fund	(21,040)	12,943	(33,983)	29,025.99	34,482	(5,456)
Contributions from Foundation	0	750	(750)	3,750.00	103,250	(99,500)
Related Fundraising Expenses	(27,593)	0	(27,593)	(27,593.00)	(1,500)	(26,093)
Contributions Net of Expense	(48,633)	13,693	(62,326)	5,182.99	136,232	(131,049)
Merchandise Income						
Merchandise Sales	5,814	10,376	(4,562)	52,186.86	93,934	(41,747)
Shipping and Handling Charges	1,443	100	1,343	11,995.81	5,267	6,729
FAST Rebates	(3,080)	(4,286)	1,206	(20,852.00)	(33,726)	12,874
Cost of Goods Sold	(2,364)	(960)	(1,404)	(24,681.66)	(16,919)	(7,763)
Merchandise Net Revenue	1,813	5,230	(3,417)	18,649.01	48,556	(29,907)
Sanction Fees/Contest ID's	2,720	1,470	1,250	107,597.78	26,133	81,465
Interest	9	1	8	(55.73)	4	(60)
LCSB Cash Back Program	0	0	0	0.00	7,500	(7,500)
Miscellaneous	0	0	0	250.00	555	(305)
TOTAL OPERATING REVENUE	\$ 10,623	\$ 79,383	(68,760)	767,880.63	879,452	(111,571)

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OPERATING EXPENSES						
Compensation						
Wages	18,745	18,523	222	209,404.40	204,391	5,013
Insurance - Health & Dental	(1,925)	4,963	(6,888)	50,027.21	53,718	(3,691)
Payroll Taxes	1,408	1,429	(21)	17,630.66	17,008	623
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Compensation, Benefits and Taxes	18,228	24,915	(6,687)	277,062.27	275,117	1,945
Advertising	0	0	0	1,869.97	1,700	170
Bad Debts Expense	0	0	0	1,704.38	0	1,704
Badge and Records	0	0	0	1,175.00	1,159	16
Bank Charges	76	118	(42)	1,104.24	1,589	(485)
Website Maintenance	0	1,667	(1,667)	0.00	18,337	(18,337)
Computer Maintenance	141	220	(79)	2,028.37	2,129	(101)
Computer Service	183	0	183	4,521.97	4,075	447
Contest Expenses	725	0	725	2,121.35	9,050	(6,929)
Contract Labor	7,260	9,770	(2,510)	89,674.37	107,593	(17,919)
Credit Card Fees	1,600	929	671	16,926.80	12,385	4,542
Education	0	0	0	411.70	0	412
Electronic Communication	1,031	626	405	7,053.60	7,934	(880)
Engraving	0	0	0	439.10	467	(28)
Equipment Rental & Maintenance	2,092	2,500	(408)	25,796.76	40,300	(14,503)
Marketing	0	0	0	2,201.32	0	2,201
Growth & Promotion Committee	0	6,250	(6,250)	7,450.30	68,750	(61,300)
Contingent Committee Expenses	0	0	0	3,177.91	10,000	(6,822)
SSA HQ - Promotion of soaring	383	0	383	1,836.27	5,000	(3,164)
Insurance-Other & Work Comp	1,575	1,370	205	13,980.37	18,460	(4,480)
Interest Expense	0	0	0	0.00	0	0
Kolstad Proceeds - DVD Sales	60	40	20	652.65	1,076	(423)
Maintenance - Building and Grounds	1,068	1,116	(48)	14,785.14	14,147	638
Meeting Support	724	350	374	9,339.25	3,286	6,053
NAA Dues	0	0	0	8,487.08	10,000	(1,513)
Permits & Licenses	653	0	653	1,083.36	135	948
Postage	7,749	8,404	(655)	91,197.89	89,300	1,898
Printing	7,872	9,427	(1,555)	95,685.89	97,032	(1,346)
Professional Dues	0	0	0	1,134.00	1,255	(121)
Professional Services	(32)	0	(32)	34,252.01	38,000	(3,748)
Promotional Items	0	35	(35)	33.65	2,584	(2,550)
Sanction Fees - US Team	0	0	0	0.00	6,000	(6,000)

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Shipping & Handling	36	27	9	673.39	1,819	(1,146)
Supplies	617	1,423	(806)	15,740.42	13,310	2,430
Taxes - Miscellaneous	0	0	0	0.00	0	0
Telecommunications	883	741	142	8,885.92	8,183	703
Temp. Restricted Expenses	0	0	0	0.00	0	0
Travel - SSA Office Staff	454	0	454	4,266.41	6,600	(2,334)
Trophies/Awards	0	0	0	922.50	215	708
Utilities	430	746	(316)	6,338.32	8,535	(2,197)
WinScore Charges	0	0	0	900.00	900	0
Royalties-Cross Country Soaring	2	22	(20)	169.95	285	(115)
Miscellaneous Expenses	8	0	8	1,032.61	0	1,033
TOTAL ADMINISTRATIVE EX	53,818	70,696	(16,878)	756,116.49	886,707	(130,591)
CAPITAL PROVIDED BY OPERATIONS	(43,195)	8,687	(51,882)	11,764.14	(7,255)	19,019
Amortization	1,032	1,000	32	11,389.97	11,000	390
Depreciation	573	462	111	6,271.44	5,096	1,175
NET CAPITAL INCREASE	\$ (44,800)	\$ 7,225	(52,025)	(5,897.27)	(23,351)	17,454
(DECREASE)						